

DATE: 06/01/93

EMAIL INFORMATION SYSTEM

TIME: 1:12

SUBJECT: WAKEFERN FOOD CORPORATION

GENERAL: NICK NORD 1240

TO: E. F. BUDHAE

A. T. JONES

ALL DIVISION AND DISTRICT MANAGERS WITH DIRECT PAY RESPONSIBILITY FOR SHOP RITE STORES

RE: WAKEFERN FOOD CORPORATION (425739)

DEAR MANAGERS:

RECENT INFORMATION LEADS US TO BELIEVE THAT PHILIP MORRIS DOES NOT HAVE A "VOLUME/MERCHANDISING" PROGRAM WITH WAKEFERN FOOD AND SHOP RITE STORES.

I WOULD APPRECIATE YOUR ASSISTANCE IN UPDATING ME ON ANY PHILIP MORRIS ACTIVITY WITH REGARD TO THE FOLLOWING:

- > MERCHANDISING PRESENTATIONS INVOLVING RETAIL MASTERS AND THE SIGNING OF A CONTRACTUAL AGREEMENT.
- > ANY "VERTICAL LOAD" OR "COST SHARE" PRESENTATIONS MADE OR ACCEPTED IN INDIVIDUAL OR MEMBER GROUP STORES.

PLEASE FORWARD ANY INFORMATION TO MY OFFICE AS SOON AS POSSIBLE.

THANK YOU.

BEST REGARDS,

NICK

L. N. NORD, JR.

cc:

THE

cc: E. A. YOUNG

E. B. WERHAN

E. E. SCHMIDT

E. F. BEAVERMAN

D.M. 4/11/93
T&D | | |
S.R.M. | | |
S.A.M. | | |

*** END OF MESSAGE ***

*Done
Please handle by 4/6/93
Thanks
Joo*

51849 9693